

May 19, 2020

To: All FTL Finance Registered Contractors
Distributor Partners
Manufacturer Partners

From: Melissa Hyatt, VP Sales and Marketing

Re: No contractor fee for the 90-Day Same As Cash – **EXTENDED UNTIL JUNE 30**

Beginning April 9, 2020 through June 30, 2020, FTL Finance will remove the 2.9% dealer cost on the 90-day Same As Cash program. Homeowners are not required to make a payment for 90 days, after the 90-day promotional period the interest rate is 15.99% for 36 months. Loans must be funded by July 15, 2020. All applications are subject to credit approval. See terms and conditions below.

90 DAY DEFERRED INTEREST PROGRAM

No minimum monthly payment required during promotional period. 36-month term after promo period.

INTEREST RATE	MONTHLY PAYMENT CALCULATOR	ONE TIME CONTRACTOR COST	PRODUCT CODE
15.99%	0.03607	-2.90%	L9036

CONTRACTOR NEXT STEPS:

- Offer financing on every project (it’s the right thing to do)
- Listen for price objections from the customer or concerns on the timing of this repair or replacement
- Explain the benefit of having no payment for 90 days (3 months) and that they will have a fixed monthly payment for 36 months
- If they would like an even smaller payment offer the 84-month term at 15.99% with no contractor fees
- Use the project estimator to easily show monthly payment options

DISTRIBUTOR PARTNER NEXT STEPS:

- Distribute this information to all of your contractors
- Provide opportunities for contractors to take short financing webinars with your FTL Finance AE
- Place this flyer and the registration link on your website:
<https://ftlfinance.com/contractor-registration/>

**CONTACT FTL FINANCE AT: SALES@FTLFINANCE.COM OR 800.981.9032
OR VISIT WWW.FTLFINANCE.COM**

CONDITIONS AND STIPULATIONS FOR THE DEFERRED/NO INTEREST OPTIONS

Finance Lease Option

90 Days Same As Cash (SAC): First payment is not due until 90 days from the date of the contract. If the customer pays the entire amount by the end of the 90-day SAC term, they are not charged interest for the period. Payment in full must be received prior to the end of the 90-day period for the finance charges to be waived. If payment is NOT received in full by the end of the 90-day period, the finance charges for the 90-day period will accrue from the original date of the contract and on the original financed amount.

6 Month Same As Cash (SAC): First payment is not due until 6 months from the date of the contract. If the customer pays the entire amount by the end of the 6-month SAC term, they are not charged interest for the period. Payment in full must be received prior to the end of the 6-month period for the finance charges to be waived. If payment is NOT received in full by the end of the 6-month period, the finance charges for the 6-month period will accrue from the original date of the contract and on the original financed amount.

12 Month Same As Cash (SAC): First payment is not due until 12 months from the date of the contract. If the customer pays the entire amount by the end of the 12-month SAC term, they are not charged interest for the period. Payment in full must be received prior to the end of the 12-month period for the finance charges to be waived. If payment is NOT received in full by the end of the 12-month period, the finance charges for the 12-month period will accrue from the original date of the contract and on the original financed amount. Original purchase must be equipment with a model and serial number. Services financed without a model and serial number must be less than \$12,500. Subsequent purchases require approval and may require that the customer’s credit be checked.

Rates are subject to change without advance notice. Subject to credit approval.

*No credit card processing fees or application fees. *Monthly payment calculator is an estimate.